



Naval-Industry R&D Partnership Conference August 6, 2003

Industry Perspectives **Seamless Transition of Technologies into Products** ***Overcoming the “Valley of Death”***

Panel Chair:

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DASN(RDT&E)*

Necessary Conditions

for tech transition

- A Need and a Tech Solution that fits
- Business Case
- Program Insertion Window
- Acquisition Method
- Funding and Commitment

Ultimately, each transition is a “deal” that requires stakeholder buy-in



Confounding Issues

- Accelerating pace of technology
- Requirements process
- Technology maturity (valley of death)
- Differing priorities of stakeholders
 - PM, prime contractor, supplier, requirements, resource sponsor, T&E, logistics, fleet user, ...
- Acquisition barriers (esp. for commercial tech)
- 2 year budget leadtime

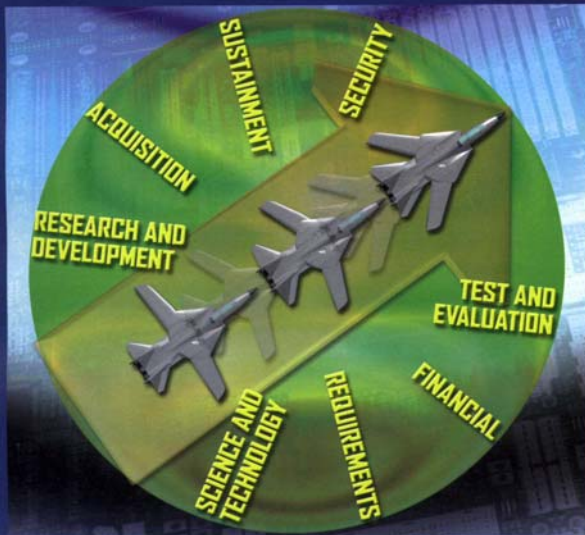
Many Programs and Tools

www.acq.osd.mil/dpap/guidebooks

*Manager's Guide to Technology Transition
in an Evolutionary Acquisition Environment*

Version 1.0

January 31, 2003



Defense Procurement and Acquisition Policy
Office of the Under Secretary of Defense
(Acquisition, Technology and Logistics)

Future Naval Capabilities

ACTDs

SBIR/STTR

ManTech

Title III

Defense Acq Challenge

Tech Transition Initiative

Rapid Tech Transition (RTT)

And others ...

So What's New in DoN?

- Open Architectures and Spiral Development
- Sea Trials
- DASN(RDT&E)
 - **Navy Rapid Tech Transition (RTT) – FY 04**
 - ONR CTTO program, driven by PEO technology needs
 - **Participation in OSD Programs**
 - Strengthened Navy buy-in for ACTDs, TTI and DACP
 - **Interface with Venture Capital Investors**
 - Better visibility of emerging commercial technologies

What Can We Learn from Industry?

Panel Speakers

- Mr. David Swain
 - President & Chief Operating Officer of Integrated Defense Systems, the Boeing Company
- Dr. Jeff Helms
 - Manager, Materials Science Department, Ford Research Lab